

Message Text

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PAGE 01 ACCRA 03306 041518Z

ACTION AF-10

INFO OCT-01 ISO-00 EB-07 /018 W

-----050146Z 127839 /66

R 041034Z MAY 77

FM AMEMBASSY ACCRA

TO USDOC WASHDC

INFO SECSTATE WASHDC 7820

UNCLAS ACCRA 3306

E.O. 11652: NA

TAGS: BEXP GH

SUBJ: WTDR/FTI - ASMAK SCIENTIFIC CO. LTD.

REF: USDOC 04204

1. GHANA 2. CNTRY CODE: 749 3. SER. NO. N/A

4. ASMAK SCIENTIFIC CO. LTD.

5. P.O. BOX 1225; BLOCK 3, GRANVILLE AVE., OKAISHIE WEST

6. ACCRA, GHANA

7. EST: 1975 8. EMPL: 7 9. SIZE: (21-X) SMALL

10. REPUTATION: (22-X) GOOD

11B. SELLS WIDE RANGE OF ANALYTICAL AND SCIENTIFIC INSTRUMENTS,
APPARATUS AND SUPPLIES MAINLY TO END-USER CUSTOMERS: GOVT-OWNED
HOSPITALS AND RESEARCH ORGANIZATIONS, SCHOOLS AND COLLEGES, THROUGH-
OUT GHANA. PLANSTO MOVE SHORTLY TO NO.5, KOKONTE ST., OFF RING
ROAD CENTRAL, NEAR DOWNTOWN ACCRA WHICH HAS MORE SPACIOUS ACCOMMODA-
TION FOR OFFICE, STOCKROOM AND MAINTENANCE/REPAIR FACILITIES.

12. RPT. DATE: 05/77

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13A. 38110/1235 IMP. DIST. AGT. OF SCIENTIFIC AND SURVEYING
INSTRUMENTS.

13B. 28190/1235 IMP. DIST. AGT. OF LAB. CHEMICALS, INORGANIC

13C. 38290/1235 IMP. DIST. AGT. OF COMMERCIAL AND GENERAL PURPOSE

INSTRUMENTS.

13D. 32294/1235 IMP. DIST. AGT. OF SCIENTIFIC, TECHNICAL AND LAB.
GLASSWARE.

13E. 38230/1235 IMP. DIST. AGT. OF INDUSTRIAL MEASURING AND PROCESS
INSTRUMENTS.

13F. 38320/1235 IMP. DIST. AGT. OF ANALYTICAL, OPTICAL AND SCIENTIFIC
INSTRUMENTS.

14. CONTACT: MR. EMILS O. ASIEDU-AGYEMAN TITLE: MANAGING DIRECTOR

15. CABLE: ASCOL 16. TELEX: NXA 17. TEL: 66791

18. FINANCIAL REFS: GHANA COMMERCIAL BANK, OSU BRANCH, P.O. BOX
2971, ACCRA; NATIONAL SAVINGS AND CREDIT BANK, LIBERTY AVE.
BRANCH, PRIVATE POST BAG, ACCRA.

19. TRADE REFS: STUART SCIENTIFIC CO. LTD., 42 LOWER ADDISCOMBE RD.,
CROYDON, SURREY, ENGLAND; KARL KOLB AND CO., GMBH, 6072 DREIECH-
BUCHSCHLAG, P.O. BOX 102040, FRANKFURT, GERMANY.

20. FOREIGN FIRMS REPRESENTED: DIST. OF SCIENTIFIC INSTRUMENTS
AND OF LABORATORY CHEMICALS, RESPECTIVELY, FOR KARL KOLB AND CO.,
FRANKFURT, GERMANY, AND STUART SCIENTIFIC CO., CROYDON,
ENGLAND, (COMPLETE ADDRESSES ABOVE); AGENCY REP. OF JENAER
GLASWEEK SCHOTT, P.O. BOX 2480, D-65 MAINZ, GERMANY, FOR
TECHNICAL AND LABORAOORY GLASSWARE; ALL ACQD. 1976.
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AGENCY REP. OF CENTRAL SCIENTIFIC CO., 2600 KOSTNER AVE.,
CHICAGO, IL. 60623, FOR ANALYTICAL AND TECHNICAL INSTRUMENTS;
OF DIETZGEN CORPMN WTP WILLE RD., DESPLAINES, IL. 60018, FOR SURVEYING

AND DRAWING EQUIPMENT AND SUPPLIES. NEGOTIATIONS FOR EXCLUSIVE
FRANCHISES FOR LAST TWO FIRMS STILL IN PROGRESS.

21. THIS SMALL GHANAIAN FIRM HAS GROWN CONSIDERABLY SINCE FOUNDING
TWO YEARS AGO. DESPITE LIMITED MARKET FOR SCIENTIFIC INSTRUMENTS
AND STRONG COMPETITION FROM OLDER, WELL-ESTABLISHED EXPATRIATE
COMPANIES, ASMAK HAS MADE SIGNIFICANT INROADS IN TRADE. SALES
DURING ITS SECOND YEAR REPORTEDLY INCREASED NEARLY THREEFOLD TO
ABOUT CEDIS 200,000 (\$174,000).1975 SALES AMOUNTED TO SLIGHTLY
OVER CEDIS 83,000 (ABOUT \$72,000). FIR'S PROSPERITY IS
GENERALLY ATTRIBUTED BY TRADE TO RESOURCESFULNESS OF MANAGEMENT
WHICH IS YOUNG, AGGRESSIVE AND EXPERIENCED. BANKING REF.
REPORTS THAT FIRM'S FINANCES ARE SOUND BUT THAT NO FOREIGN
CREDIT TRANSACTIONS HAVE THUS FAR BEEN RECORDED. THEREFORE, IN
RECOMMENDING ASMAK AS SUITABLE TRADE CONTACT FOR U.S. FIRMS,

WE RECOMMEND SUBSTANTIAL CREDIT TRANSACTIONS BE CONDUCTED ON
FULLY-SECURED BASIS UNTIL MUTUAL CONFIDENCE ESTABLISHED.

22. PREPARED BY: P.A. HENNISON APPROVED BY: A.L. GLAD
AT: AMERICAN EMBASSY, ACCRA. SMITH

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Message Attributes

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Sent Date: 04-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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